SINGLE SOURCE AWARD **BID # SS-0308-18**

Subject: Spoken Recording CD's and Database Subscription for the Library System

Department: Library

Description of Purchase: Recommend approval of single source award to Recorded Books, Inc. for the purchase of spoken recording CD's, database and digital magazine subscriptions and digital audiobooks for the library system. Period of service is for one (1) year from date of award. Total not to exceed expenditure in the amount of $219,362.00.

Funding Source: PLJX011MBBS-06601 - To be encumbered by purchase order

Single Source Award To: Recorded Books, Inc.

Price Justification: See Attached

Requisition #: N/A

Total Award: $219,362.00

Attachments: Single Source Form, Vendor Letter/Quote and Agreement and Previous Awards

Certification as to Single Source: Jennifer Giltrop, Interim Director, Jacksonville Public Library

THE ABOVE PURCHASE IS RECOMMENDED FOR AWARD IN ACCORDANCE WITH CHAPTER 126.206.

Analyst: Annette Burney

Gregory Pease, Chief
Procurement Division

APPROVAL OF GENERAL GOVERNMENT AWARDS COMMITTEE

"ALL AWARD ACTIONS SUBJECT TO LAWFULLY APPROPRIATED FUNDS"

CHAIRMAN ***DATE***

ACTION OF AWARDING AUTHORITY DATE: _____

APPROVED_____ DISAPPROVED _____

OTHER _____

SIGNATURE OF AUTHENTICATION _____

FORM GB-113, Revised 12/2007

JACKSONVILLE
PUBLIC LIBRARY

Jacksonville Public Library
Support Services Department
3435 University Blvd. North
Jacksonville, Florida 32277

October 11, 2017

MEMORANDUM

TO: Gregory Pease
Chief, Procurement Division

FROM: Charlene Adkins
Library Supervisor, Collection Development and Acquisitions

SUBJ: Justification Letter for **Recorded Books**
General funds- PLJX011MBBS06601

The Jacksonville Public Library requests a purchase order for Recorded Books, Inc. in the amount of $219,362 to purchase audio books on CD, digital audio books and database subscriptions for the library system.

Audiobooks with Digital copies- $63,096 physical CDs and digital copies
$18,000 backlist digital copies

The Library requests to purchase unabridged books on CD for all library locations. Recorded Books provides plans in which a certain number of new audio book titles in various categories are published on a monthly basis. Audio book plans from Recorded Books ensure the Library receives new titles immediately upon publication without any delays at a 20% discount. Recorded Books Inc. is a sole source for the unabridged Library edition books on CD they produce. The Library will also be purchasing digital copies of these titles at a discount since we will also be purchasing them in the physical CD format.

Recorded Books unabridged audiobooks are assigned a unique ISBN number by the Library of Congress. Their audio books are professionally recorded in a studio, and come packaged in a durable, double vinyl album. Library edition audio books recorded and manufactured by Recorded Books, LLC, can only be purchased directly from their company.

In addition, the Library is able to replace damaged or lost portions of a Recorded Books spoken recording (without reordering the whole set) at minimal or no cost. Unabridged replacement books on CD from Recorded Books are sole source and only available from this vendor.

Transparent Language Database- $29,000

The Library requests to purchase Transparent Language Online database. It is a language learning database using a self-paced, online language-learning system for 80 plus languages. The method takes users through a series of simple steps to memorize words and phrases in a new language, including their meanings and proper pronunciation, in the shortest possible time. It is possible for customers to create an account to save and retrieve ongoing lessons.
Transparent Language Online database is only available for purchase from Recorded Books.

RBDigital Magazine Subscription **$30,000 platform fee**
$17,266 digital magazines

The Library requests to purchase Zinio, a digital magazine subscription. This subscription offers thousands of complete digital magazines with multi-user access. The magazines are viewable on any Internet-enabled device. Zinio library subscriptions are only available for purchase from Recorded Books. Recorded Book's quoted platform fee for this product is $30,000. **The remaining $17,266 will be used to pay for digital magazine purchases once the purchase order has been issued. These titles cannot be quoted due to the change in title availability.**

RBDigital Audio- **$50,000 Adult collection**
$12,000 Youth collection

The Library requests to purchase One Click Digital Audio for adult digital audio titles that are exclusively available from Recorded Books on their digital platform. We will purchase the core adult digital audio collection for $50,000, the core YA and children's collection for $12,000 which is included in the yearly subscription cost.

With your approval, the Library requests to purchase Recorded Books unabridged books on CD, Transparent Language Online database, Zinio digital magazine subscription and One Click Digital audio subscription based on the qualifications outlined above. Any other vendor must meet these specific qualifications and requirements in order to be approved to provide this type of material.

SINGLE SOURCE REQUEST

Pursuant to the City of Jacksonville Procurement Code § 126.206 & § 126.312, when requesting a purchase from a vendor subject to the referenced sections, please complete this form to justify your request and submit to Procurement with applicable attachments.

REQUESTING AGENCY (DEPT./DIVISION): Jacksonville Public Library

FUNDING SOURCE: PLJX011MBBS - 06601

BRIEF DESCRIPTION OF GOODS/SERVICES:
Recorded Books – Audiobooks, E-audiobooks, and databases

AMOUNT OF PROJECT (attach quote): $219,362

PROVIDE A SUMMARY OF THE SCOPE OF GOODS/SERVICES TO BE PROVIDED; IDENTIFY EACH ITEM, COMPONENT OR SERVICE BEING PROCURED(ATTACH QUOTE/PROPOSAL):
Quotes attached.

PROVIDE A DETAILED JUSTIFICATION AS TO WHY THE REQUESTED GOODS/SERVICES CAN ONLY BE EFFICIENTLY AND EFFECTIVELY PROCURED THROUGH THE RECOMMENDED SINGLE SOURCE PROVIDER:
Recorded Books provide exclusive audiobooks on CD, replacement CDs and e-audiobooks as well as databases for language instruction and online magazines.

ASSERT THAT YOU HAVE RESEARCHED THE AVAILABILITY OF THE REQUESTED GOODS/SERVICES FROM OTHER SOURCES IN APPLICABLE MARKETS AND HAVE DISCUSSED AND EVALUATED THE SAME WITH COJ'S PROCUREMENT AND EBO DIVISIONS:
Library staff have researched providers of library edition spoken word CDs, replacement CD titles, Transparent Language Online, Zinio digital magazine subscription and OneClick Digital and there is no other vendor can provide these Recorded Books products.

Submitted by: Charlene Adkins (Name) — Collection Development Manager (Title)

Date: 10/11/17

Requesting Agency's Director's Signature:

Procurement Division____

March, 2017

Recorded Books

August 23, 2017

Dear customer,

Thank you for your interest in Recorded Books and our RBdigital service. Since March of 2010, Recorded Books has developed and hosted a proprietary, wholly owned eAudio and eBook platform for public libraries worldwide.

RBdigital is hosted exclusively on Recorded Books proprietary RBdigital platform, which allows libraries to access exclusive Recorded Books eAudio titles, as well as other popular eAudio, eMagazines, and eBooks; authenticate and manage patron accounts; and create numerous usage reports to gauge activity.

This service is only available to you from Recorded Books, the sole-source supplier for this service to public libraries in these territories.

Sincerely,

Jim Schmidt
Senior Vice President of Sales and Marketing

270 Skipjack Road, Prince Frederick, Maryland 20678
www.recordedbooks.com 800-638-1304

Recorded Books

February 28, 2017

To Whom It May Concern,

Thank you for your interest in Recorded Books. We are happy to provide you with the following sole-source information on our products.

Recorded Books has been recording and publishing unabridged audiobooks since 1979. We currently hold over 25,000 products, all of them copyrighted by Recorded Books, Inc. and registered with the United States Copyright Office. Each unabridged audiobook (ReadAlong homework pack, SmartReader, SteadyReader, Spanish titles, eAudio, etc.) produced by Recorded Books is assigned a unique ISBN number and comes packaged in a durable, double vinyl album. Library edition audiobooks recorded and manufactured by Recorded Books can only be purchased directly from our company, which makes us the sole source for Recorded Books products.

Recorded Books is the only provider to libraries of the following online services: OneClickdigital, ePrep, Atomic Training, Transparent Language Online, KidSpeak, LawDepot for Libraries, Universal Class, Zinio for Libraries, InstantFlix: Powered by IndieFlix, ArtistWorks, Comics Plus: Library Edition, Qello Concerts, Publishers Weekly Database, and OnePlay.

Please call us if you need additional information.

Sincerely,

Jim Schmidt

Jim Schmidt
Senior Vice President of Sales and Marketing

270 Skipjack Road, Prince Frederick, Maryland 20678
www.recordedbooks.com 800-638-1304

Recorded Books

August 23, 2017

Dear customer,

Thank you for your interest in Recorded Books and our Transparent Language Online for Libraries service. In May of 2012, Recorded Books signed an exclusive agreement with Transparent Language to distribute Transparent Language Online for Libraries educational service to public libraries in the United States, Canada, United Kingdom and Australia.

Transparent Language Online offers the most comprehensive language-learning solution. With this flexible program, library patrons can quickly and easily learn new languages with our variety of courses and activities. Over 120 different languages, with 1,500 to 2,000 words and phrases for every language plus English learning for speakers of 25+ languages, are included in these intermediate-level immersion courses. The program's flexible learning structure includes supplemental learning materials and dozens of learning activities designed to engage your brain for rapid learning and maximum retention.

Transparent Language Online for Libraries is hosted exclusively on a secure Transparent Language platform, which allows libraries to authenticate and manage patron accounts, and creates numerous usage reports to gauge activity.

This service is only available to you from Recorded Books, the sole-source supplier for this service to public libraries in these territories.

Sincerely,

Jim Schmidt

Jim Schmidt
Senior Vice President of Sales and Marketing

270 Skipjack Road, Prince Frederick, Maryland 20678
www.recordedbooks.com 800-638-1304

Recorded Books

February 28, 2017

Dear customer,

Thank you for your interest in Recorded Books and our Zinio for Libraries service. In September of 2011, Recorded Books signed an exclusive agreement with Zinio to distribute the Zinio for Libraries online digital magazine service to public libraries in the United States, Canada, United Kingdom, Australia and New Zealand.

Zinio for Libraries enables readers to experience popular publications in engaging digital formats. The Zinio for Libraries platform uses cutting-edge technology to bring published content to life with video, audio, flash, links, highlighting, search and other interactivity directly to screens around the world through applications for iPad, iPhone, Android and Kindle Fire tablets.

- Readers have the unique ability to personalize their experience.
- Readers stream content across desktops through a secure proprietary online reading portal and through a downloadable mobile app.
- Readers access new and backlist content with no access expiration dates. Readers personalize the interface, opt in to a variety of new-content-notification reminders, and use multiple advanced search filters.
- Readers store and read full magazines offline, manage and sync libraries across multiple devices, and search digital magazine archives through a proprietary article-search database.
- Library administrators manage authentication, reader announcements, collection marketing, display experiences, and statistical reporting through a secure proprietary administrative site.
- Library administrators curate customized collections across more than 3,000 publications sourced from 30 countries in 13 languages in 37 shelving categories/genres.
- Over 3,000 library systems and over 1.5 million global readers regularly use Zinio for Libraries.
- Zinio for Libraries is currently the only digital magazine platform that allows patrons to keep a copy of their checked-out magazines as long as a subscribing library maintains its subscription.

Zinio for Libraries is hosted exclusively on the Recorded Books proprietary "Gateway" platform, which allows libraries to authenticate and manage patron accounts, manage their collections, and create numerous usage reports to gauge activity.

This service is only available to you from Recorded Books, the sole-source supplier for this service to public libraries in these territories.

Sincerely,

Jim Schmidt

Jim Schmidt

Senior Vice President of Sales and Marketing

270 Skipjack Road, Prince Frederick, Maryland 20678 - www.recordedbooks.com 800-638-1304

Recorded Books

October 11, 2017

Jill Haile
Jacksonville Public Library
3435 University Blvd. N
Jacksonville, FL 32277

RE: Digital Services Subscription Renewals FY2018

Dear Jill:

This letter is to serve as a quote for the *digital service subscription* renewals for Jacksonville Public Library.

RBDigital Magazines (Formerly Zinio for Libraries) Subscription	$30,000.00
Magazine content (based on library selections)	$17,266.00
RBDigital Adult Subscription	$50,000.00
RBDigital CH/YA Subscription	$12,000.00
Transparent Language Online	$29,000.00

Thank you for being a Recorded Books customer.

Best regards,

Brad Doss
National Accounts Manager
bdoss@recordedbooks.com
404-317-1271

CD Only Plans

	Plan	Titles	Quarterly Cost	Yearly Cost	QTY	Net Annual Cost
Adult	COP 6	6 Qtr./24 Yr.	$ 504.00	$ 2,016.00	5	$ 10,080.00
Griot	COP 6	6 Qtr./24 Yr.	$ 474.00	$ 1,896.00	10	$ 18,960.00
Inspirational	COP 6	6 Qtr./24 Yr.	$ 516.00	$ 2,064.00	5	$ 10,320.00
Mystery	COP 6	6 Qtr./24 Yr.	$ 504.00	$ 2,016.00	5	$ 10,080.00
Southern Voices	COP 3	3 Qtr./12 Yr.	$ 285.00	$ 1,140.00	2	$ 2,280.00
						$ 51,720.00

Bundled Plans

Bundled COP Plans (digital and CD copy of each title)

	Plan	Titles	Quarterly Cost	Yearly Cost	QTY	Net Annual Cost
Adult	COP 6	6 Qtr./24 Yr.	$ 636.00	$ 2,544.00	1	$ 2,544.00
Griot	COP 6	6 Qtr./24 Yr.	$ 588.00	$ 2,352.00	1	$ 2,352.00
Inspirational	COP 6	6 Qtr./24 Yr.	$ 636.00	$ 2,544.00	1	$ 2,544.00
Mystery	COP 6	6 Qtr./24 Yr.	$ 630.00	$ 2,520.00	1	$ 2,520.00
Southern Voices	COP 3	3 Qtr./12 Yr.	$ 354.00	$ 1,416.00	1	$ 1,416.00
						$ 11,376.00

$ 63,096.00